

PLAN DETAIL - 4-WEEK AVG. DETAILS  
JANUARY SCHEDULE - PRACTICALLY 14 WEEKS

## RECOMMENDATION

1995 TIER REV. (785)	1996 TIER REV. (1195)	TA (785)	MARKET	PLAN			MANUFACTURED POOL PLAN			CORPORATE POOL PLAN			
				% U.S. POP.	BLNSW OTH Showr	BLNSW OTH Showr	TTR Sht	BLNSW OTH Showr	TTR Sht	Plan Rate	Plan Rate	Plan Rate	
<b>TIER 1</b>													
100 SOS* HARFORD	23	35	548.3	6	7	1	4	0	0	0	30.0	0	
100 RHODE ISLAND	1.3	32	\$14.7	4	0	0	0	50	524.4	64	7	50.0	
100 SYRACUSE	0.6	0	50.0	0	0	0	0	50	521.1	53	2	51.9	
100 BUFFALO	0.6	0	50.0	0	0	0	0	50	514.4	71	2	53.3	
100 NEW YORK?	1.7	41	\$17.8	3	3	1	6	37	0	0	51.7	4	
100 NEW YORK?	7.3	30	\$87.4	10	1	6	0	0	50	\$100.0	340	5	527.8
100 IHO	2.7	36	\$12.3	4	1	2	0	0	50	\$69.0	141	1	53.6
100 PHILADELPHIA	1.6	12	\$8.1	3	3	2	0	50	\$52.2	129	4	54.4	
100 HARRISBURG**	1.1	11	\$12.8	3	3	2	0	50	\$50.5	65	0	51.7	
200 BALTIMORE	1.1	11	\$12.8	3	3	2	0	50	\$50.5	0	0	51.7	
200 WASHINGTON	2.1	59	\$104.0	4	4	3	0	50	50.0	0	0	50.0	
200 WASHINGTON2	0.6	0	50.0	0	0	0	0	50	524.4	0	0	50.0	
200 RICHMOND	1.6	43	\$19.7	3	0	0	10	3	20	51.2	31	5	50.0
200 RALEIGH/CHARLOTTE	1.0	20	\$20.0	0	0	0	0	50	\$12.4	43	5	50.0	
200 COLUMBIA	1.0	37	\$15.5	1	1	0	0	50	\$14.6	43	7	50.0	
200 ATLANTA	1.6	80	\$79.5	13	1	0	30	24	12	30	30	9	51.7
300 DES MOINES	0.8	19	\$53.2	1	1	1	0	50	\$25.2	24	6	52	
300 ALBUQUERQUE	0.8	18	\$57.7	2	2	0	0	50	\$10.0	14	0	52.2	
400 DETROIT	1.8	13	\$8.5	2	2	2	0	50	\$6.5	14	6	53.2	
400 CHICAGO	3.2	42	\$20.9	6	1	5	0	50	55.1	110	4	54.2	
400 GREEN BAY	0.7	26	\$11.6	1	1	0	0	50	52.7	71	6	54.8	
400 MINNEAPOLIS	1.8	18	\$17.0	3	3	3	0	50	51.4	11	4	54.6	
400 STOCK FALLS**	0.7	10	\$11.2	2	1	1	0	50	\$14.6	12	12	54.6	
400 MILWAUKEE	1.1	15	\$11.4	3	3	2	0	50	\$20.7	51	9	53.6	
500 SPokane*	1.2	6	\$11.4	1	1	1	0	50	\$11.6	124	9	54.2	
500 SEATTLE	1.5	49	\$37.2	3	3	2	0	50	\$11.6	74	0	54.2	
500 PORTLAND*	1.3	27	\$20.3	2	2	2	0	50	\$12.7	29	0	54.2	
500 DENVER	1.4	10	\$8.2	4	4	0	0	50	\$30.3	51	0	54.2	
500 SALT LAKE*	0.9	10	\$10.0	1	1	0	0	50	\$4.0	24	2	54.2	
500 SACRAMENTO	1.5	12	\$8.4	3	2	2	0	50	\$11.2	75	1	54.2	
500 SAN FRANCISCO	2.8	10	\$43.4	2	2	0	0	50	\$37.1	64	7	54.2	
500 FRESNO	0.7	13	\$4.3	2	2	0	0	50	\$11.9	42	2	54.2	
<b>4-WEEK AVERAGE SHOWN TOTAL</b>													
410	21	1863.0	34	10	50	23	141	15	50	31	349.0	2077	

\* 1990 costs based on 1995 inflated by 5%

| RECOMMENDATION     | GEAR | POD               |
|--------------------|------|-------------------|------|-------------------|------|-------------------|------|-------------------|------|-------------------|------|-------------------|
| TOTAL<br>SEAN PLAN | Reco | Total<br>20-units |

| RECOMMENDATION     | GEAR | POD  |
|--------------------|------|------|------|------|------|------|------|------|------|------|------|------|
| TOTAL<br>SEAN PLAN | Show |

| RECOMMENDATION     | GEAR | POD  |
|--------------------|------|------|------|------|------|------|------|------|------|------|------|------|
| TOTAL<br>SEAN PLAN | Show |

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PLAN DETAILS - 4-WEEK AVE. DETAILS  
JANUARY SCHEDULE: PORTIONS 1 & 2 (4 WEEKS)

## RECOMMENDATION

1993 DECK REV. (7/93)	1994 DECK REV. (11/93)	TA (7/93)	MARKET CODE	GEAR POOL				PLAN # MUTUAL 77 SW 111 X 40'				MARIETTA POOL PLAN 111 X 40' SW 128				CORPORATE POOL PLAN 111 X 40' SW 128			
				% U.S. POP.	% MARKET POP.	# SW	Show	DW	SW	# Units	# Lents	Prom	Permit	Size	# Units	Prom	Permit	Size	# Units
<b>TIER II</b>																			
II	I	IAO	BAGGAGE	0.6	\$0.0	0	0	0	2	55	40	6	40	40	50	\$25.1	\$11.0	0	0
II	I	IEO	ALBANY	1.0	\$0.4	2	0	0	2	55	40	6	40	40	50	63	0	0	0
II	I	200	MIAMI	1.4	\$0.4	6	0	0	2	55	40	6	40	40	50	25	25	25	25
II	I	340	ST. LOUIS	1.2	\$0.4	3	1	0	2	55	40	6	40	40	50	51.1	32	9	12
II	I	380	SPRINGFIELD**	0.6	\$0.7	1	1	0	0	55	40	6	40	40	50	25	25	52.1	5
II	I	340	PACIFIC**	0.4	\$1.4	1	1	0	0	55	40	6	40	40	50	51.2	5	11	3
II	I	340	KANSAS CITY	1.0	\$1.1	2	1	0	2	55	40	6	40	40	50	51.6	5	11	2
II	I	340	TULSA	0.9	\$2.0	1	1	0	2	55	40	6	40	40	50	51.6	5	11	2
II	I	340	DALLAS/FORT WORTH	2.1	\$21.7	14	6	0	0	55	40	6	40	40	50	57.0	50	6	15
II	I	340	MIDLAND	0.5	\$0.0	0	0	0	0	55	40	6	40	40	50	57.0	50	6	15
II	I	340	HONOLULU	1.7	\$0.4	5	2	0	0	55	40	6	40	40	50	51.2	53	3	3
II	I	440	PITTSBURGH	1.6	\$15.9	3	1	0	0	55	40	6	40	40	50	53.5	17.0	5	12
II	I	480	CLEVELAND	1.6	\$14.1	3	1	0	0	55	40	6	40	40	50	56.2	13.4	1	2
II	I	440	COLUMBUS	1.0	\$9.2	4	3	0	0	55	40	6	40	40	50	53.9	83	0	0
II	I	440	INDIANAPOLIS	1.2	\$19.6	3	3	0	0	55	40	6	40	40	50	51.3	25	5.13	32
II	I	4400	PEORIA**	1.0	\$1.9	1	1	0	0	55	40	6	40	40	50	52.3	74	5	5
II	I	540	ALASKA	0.2	\$0.0	0	0	0	0	55	40	6	40	40	50	50.0	0	0	0
II	I	540	PHOENIX	1.5	\$17.7	5	5	0	0	55	40	6	40	40	50	\$41.3	111	0	0
II	I	540	LOS ANGELES	5.2	\$25.3	31	0	0	0	55	40	6	40	40	50	\$270.4	167	0	0
II	I	5400	SAN DIEGO	1.5	\$37.1	9	0	0	0	55	40	6	40	40	50	\$13.3	31	0	0
<b>4-WK AVE. SHOWING TOTAL</b>				28.2	25	5588.5	86	18	22	55	70	55	70	55	70	1115	4	70	55

\* 1993 costs based on 1993 inflated by 5%

TOTAL GEAR PLAN									
GEAR					QOP PLAN				
Motor Show	Total Show	30-min Show	20-min Show	Plan # units	Motor Show	Total Show	30-min Show	20-min Show	Plan # units
0	0	0	0	0	0	0	0	0	0

TOTAL GEAR PLAN									
GEAR					QOP PLAN				
Motor Show	Total Show	30-min Show	20-min Show	Plan # units	Motor Show	Total Show	30-min Show	20-min Show	Plan # units
0	0	0	0	0	0	0	0	0	0

TOTAL GEAR PLAN									
GEAR					QOP PLAN				
Motor Show	Total Show	30-min Show	20-min Show	Plan # units	Motor Show	Total Show	30-min Show	20-min Show	Plan # units
0	0	0	0	0	0	0	0	0	0

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**PLAN DETAIL - TIER ANALYSIS**  
**JANUARY SCHEDULE - PORTFOLIO TRANS (WEDBRO)**

**RECOMMENDATION**

1995 TIER REV. (779)	1996 TIER REV. (1115)	TA (1115) CODE	MARKET	GEAR POOL PLAN			NABLERO POOL PLAN			CORPORATE POOL PLAN			
				BU TNS	OTH Share	S.U.S. Pop.	TIER	BU Share	OTH Share	TIER	BU Share	OTH Share	
<b>TIER III</b>													
II	II	250	CHARLOTTE	1.4	.56	\$52.5	5	5	0	1	25	\$28.9	69
III	II	210	KNOXVILLE	1.1	.21	\$1.0	1	1	0	0	25	\$11.1	32
II	II	20	HANSPALLE	.98	.27	\$5.5	2	2	0	0	25	\$10.0	16
II	III	360	JACKSON*	.68	.15	\$3.0	1	1	0	0	25	\$5.5	23
II	III	360	LITTLE ROCK	.93	.33	\$4.6	2	2	0	0	25	\$7.0	5
II	III	360	NEW ORLEANS	1.0	.104	\$30.9	4	4	0	0	25	\$14.2	54
II	III	340	OMAHA	.98	.0	\$0.0	0	0	0	0	50	\$25.2	50
II	III	410	LOUISVILLE	.98	.18	\$19.3	5	5	1	0	50	\$25.1	28
<b>4. WORKING SHOWING/TOTAL:</b>													
				7.6	.36	\$118.4	20	9	11	14	25	\$127.8	27

\* 1996 costs based on 1995 inflated by 2%

TOTAL GEAR PLAN		
Reco Rev.	Total Spent	Show Plan

GEAR GOF PLAN		
Reco Rev.	Total Spent	Show Plan

TOTAL GEAR PLAN		
Reco Rev.	Total Spent	Show Plan

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